



## **INDIANA TRADE AND DEVELOPMENT TRENDS: INDIANAPOLIS**

September 23, 2014



# ABOUT THE INDY CHAMBER



## PARTNERS IN PROGRESS

We are actively engaged in projects aimed at strategically promoting and growing the Indianapolis region - making us more attractive to jobs, investment and top talent.

### Economic Growth

- Global Cities Exchange partnership with The Brookings Institution & JPMorgan Chase

### Workforce and Education

- IPS Operational Analysis
- Early Childhood Education Economic Impact Study

### Business Development

- Administering the nation's largest chamber-run microloan program
- Increasing permitting efficiencies for business through the Business Acceleration Team

### Community Engagement

- Leading efforts to improve transit options in the Indy region
- Partners in Live Indy initiative
- Supporters of Velocity – focusing on commercial redevelopment



# **ABOUT THE GLOBAL CITIES EXCHANGE INITIATIVE (GCXI)**



**GCXI will impact the Indianapolis region for years to come through:**

- Comprehensive strategic export plan
- Development of programs to support export education
- Connecting non-exporters to experienced exporters for a mentor-protégé relationship
- Increase export activity in the region over the next five years

## KEY FINDINGS

- **Strength in export industries and logistics**
  - Pharma
  - Royalties
- **Long-standing trade relationships are key**
  - Canada, Mexico, Japan, UK, Germany
- **Exponential growth in BRICS countries**
- **Entrepreneurs and relationships drive opportunity**
- **Culture and language create barriers to exporting**
- **Regional branding is key**

# **BARRIERS TO EXPORTING**



## KEY FINDINGS: BARRIERS

- Company leadership engagement
- International relationships
- Knowledge of foreign markets and climate
- Cultural and language barriers



# **IMPORTANCE OF INTERNATIONAL STUDENTS**



## BROOKINGS STUDY FINDINGS

- Drastic increase in foreign students on F-1 visas
- Concentration in U.S. metropolitan areas
- Most are from emerging markets
- Primarily STEM and business majors
- Opportunity for work through visa extension

# HOW THIS IMPACTS INDY

## Size of the Foreign Student Population

*In Indianapolis, 2008–2012*

### Number of F-1 Visa Holders

**3,634**

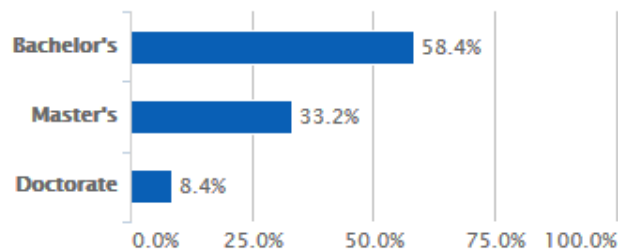
Rank: 69th of 118 metro areas.

On foreign student "intensity," Indianapolis ranked 100th, with 12.3 foreign students per 1,000 total students.

All told, these foreign students paid \$69,536,181 in tuition and \$42,016,776 in living costs.

## Levels of Degree Pursued

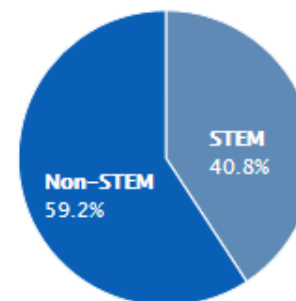
*Share of foreign students in Indianapolis pursuing a bachelor's, master's, or doctorate degree, 2008–2012*



Top majors of foreign students: business, management, marketing, and related support services (955 foreign students); engineering (555); health professions and related programs (393); computer and information sciences and support services (302); and biological and biomedical sciences (263).

## STEM Enrollment

*Share of foreign students in Indianapolis pursuing a degree in science, technology, engineering, or math*



Rank: 65th of 118 metro areas.

Source: The Brookings Institution

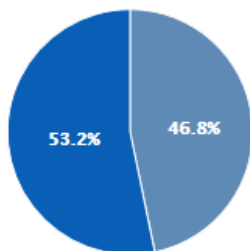


# ORIGIN & DESTINATION OF INDY'S FOREIGN STUDENT POPULATION

## Foreign Student Retention

Share of Indianapolis' foreign student graduates who found employment under the OPT program that stayed to work in the metro area

- Stayed in the metro area
- Did not stay in the metro area



Rank: 26th out of 118 metro areas on this measure of foreign student retention.

The Optional Practical Training (OPT) Program allows F-1 visa holders to work full-time in the U.S. after graduation. STEM degree holders are permitted to stay for 29 months, while non-STEM degree holders are permitted to stay 12 months under the program.

## Top Origin Cities and Countries of Foreign Students

ORIGIN CITY	NUMBER OF STUDENTS	ORIGIN COUNTRY	NUMBER OF STUDENTS
Beijing, China	158	China	1,126
Riyadh, Saudi Arabia	136	India	611
Ningbo, China	133	Saudi Arabia	502
Mumbai, India	124	South Korea	182
Seoul, South Korea	101	Taiwan	106

## Top Destination Institutions

SCHOOL NAME
Butler University
DePauw University
ELS Language Centers/Indianapolis
Indiana University-Purdue University Indianapolis
University of Indianapolis

Source: The Brookings Institution



**THANK YOU**

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